

# EL PASO HERALD

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## The New St. Louis Charter

**S**T. LOUIS, fourth largest city in the United States, is to vote January 31 upon the adoption of a new city charter, which is a more radical departure from the old methods than has so far been attempted by any of the larger cities. New York in planning the government of the greater city created many new precedents. Boston recently adopted a "commission" form of government greatly modified and having still many of the detrimental features of the old system.

Kansas City has greatly simplified her governmental system, but she retains the two chambers of the municipal legislature and the number of elective officers is far too large to make the municipal government quickly responsive to the popular will and progressive demands. The board which framed Kansas City's new charter was composed of many of the most progressive thinkers and vigorous public workers in the city. The board fully informed itself upon the features of the newer charters that have been adopted within the last two or three years by second and third class cities throughout the United States, and it went as far in suggesting radical changes as it believed the majority of the people would sanction. A progressive charter previously drawn up had been defeated by the people, and the new board did not wish to score another failure. The new Kansas City government is a vast improvement over the old.

St. Louis, however, has gone much further than Kansas City dared to in departing from the old system. A brief summary of the proposed St. Louis charter will be of interest to every student of municipal government. The problem of municipal government in a city as large as St. Louis is so very different from the problem in cities of 100,000 and less that the experience of smaller cities is of value only to a very limited degree. It speaks well both for the essential soundness of the Texas plan of municipal government and for the far-seeing wisdom of the charter revision board in St. Louis that the proposed new charter goes so far towards realizing the ideal of experienced and well-poised municipal reformers.

The revision board has been in session for more than a year and the cardinal principle entering into its work has been to concentrate power and responsibility in the hands of a few officials. Under the new charter only 18 officials are to be elected by the people, including only three executive officers. This is a radical reduction from the present 41 legislative officers elected by the people and 10 executive officers, cutting the municipal ticket down about two-thirds. The new city council is to consist of only 14 members elected at large without ward representation.

More than 7500 municipal employees, hitherto political appointees, are placed under civil service regulations.

No franchise is to go into effect until three months after its enactment by the council. The franchise provisions of the new charter are very broad, asserting in unmistakable terms the supreme power of the municipality. Fifteen percent of the registered voters can demand a referendum on any franchise within three months of its passage, and if a majority of those voting at the franchise election do not favor the franchise, it becomes null and void.

A single police commissioner appointed by the mayor is to preside over the police department. A very large number of elective or appointive offices are abolished altogether. The membership of the various commissions is reduced to a reasonable working number, and responsibility for their appointment and effectiveness is fixed upon the mayor, who is to have a salary of \$10,000 a year, while members of the council are to receive \$1800.

The mayor is elected for four years; many appointive officers have four year terms, but municipal elections for the choice of a part of the officers are to be held every two years, and the various legislative and executive bodies are thus made continuous, with four year terms, overlapping, for most elective and appointive officers. The mayor is removable from office by two-thirds vote of the council for good cause. The mayor can remove any appointive officer without trial, merely stating a reason in writing; there is an exception made, however, in the case of members of the civil service commission, who can be removed only by the council. Heads of departments have the power of appointment and removal without reference to the mayor.

A board of public improvements is to consist of five members appointed by the mayor with salaries of not less than \$8000 per year each; three of the five must be men of technical training and experience. This board appoints six department heads, including engineering and construction, streets, water, buildings, parks and public places, public utilities. An interesting provision in connection with public utilities franchises is the requirement that any street railway company shall have the right to run its cars over the tracks of any other street railway company in whole or in part on the payment of just compensation for the use thereof, under rules and regulations prescribed by the municipal council.

Every salaried officer and employee of the city must take an oath that "he will not be influenced by any consideration except that of merit and fitness in the appointment of officers and the engagement or promotion of employees; that he will neither make nor authorize the expenditure of money otherwise than for adequate consideration and efficient service to the city."

The new charter is a model document, progressive to the limit of safe experience and wise government. It is free from fads and untested innovations, and its adoption should result in giving St. Louis the best municipal government in existence for a city of the first class.

The Herald has received \$1.50 more for the little crippled boy, so there will be at least two happy hearts in El Paso Christmas day—the giver's no less than the boy's.

The Mexican insurgents seem to love to play tricks, to do spectacular and almost ludicrous things. They seem to have a sense of humor of the sort that so often goes with mountain men.

## The Spell Of Christmas

**A**FTER all, be he heathen or heretic, atheist or Christian, the man who does not feel in some degree the spell of Christmas time is only a badly drawn caricature of a man. It is a world wide festival among people of many races and many tongues. It is the season of greatest outpouring of human sentiment and sympathy, and there is a certain warmth of social atmosphere at this period that affects the lowliest and the highest. Men and women meet and greet with truer smile and sincerer handclasp. Children seem to possess the earth and the little tyrants have no rebels to crush, for all the elders have long since surrendered at discretion.

It is the day of the child, when all the hard and sordid and wrinkled thoughts and acts ought to be pushed away to make room for the white souls. Indefinable as the lure of the ool hills, this tingling in the air, this feeling of love and fellowship with all children everywhere, and warmer friendliness with all the men and women of earth's big family, are as inseparable from the season and the thought of Christmas as are the fir tree, the jolly Santa Claus, the candles and the sparkling tinsel.

So seriously we all take ourselves the rest of the year, what a relief to become as little children on this one day of the 365, to throw off, if only for a few hours, the pressing cares of existence, and to look clearly and without regrets or tears into the eyes of child companions, eyes deep and liquid like the heart of the sapphire, clear and sparkling as the light of the winter stars.

A starry sky, children pressing round, frost in the air, the odor of balsam, the glow of tiny candles, mirthful excitement—these, with the irrepressible disposition to bring a moment of happiness to another, are enough to mark Christmas and make it worth enjoying and remembering, even if there were no other or religious significance in the day. Call it the children's festival, and try to live it out with never a single thought about yourself. It is good medicine for the glumps.

A trade journal of the provision trade declares that a Japanese named Chima, owning 7000 acres of potato fields in California and controlling many thousands of acres more through his countrymen, has cornered half the state's potato crop, and has already raised prices to clear nearly \$200,000 for himself and associates. Thus do the tan races ape American ways.

St. Louis is the fourth city in the United States but that does not prevent her from spending \$100,000 a year to advertise herself and make herself still greater. No city is ever big enough, strong enough, or rich enough to stop advertising or to depend on others for her advancement. El Paso got the idea a year or two ago that everything was coming her way without much further effort, and we are reaping the fruits of our mistaken policy of neglect.

## UNCLE WALT'S Denatured Poem

**W**ELL all be cordial, blithe and gay, as usual, on Christmas day. Our faces will be wreathed in smiles, of foreign and domestic styles; we'll radiate a sunny glee, and show how genial we can be, and bless the children as they play; we'll all thaw out on Christmas day. And when the Christmas day is done, we'll turn again to coming mon, with frowning brows and eyes severe—why not be gay throughout the year? On Christmas day we'll all be kind, forgetful of the workday grind; we'll loosen up without a groan, forget to pinch the shining bone; we'll send some doodads to the poor, and swell their happiness, for sure. And when the Christmas day is gone, we'll say: "Time lost, so help me John!" And then we'll break our foolish necks to nail the shekels and kopeks, with toiling hands and faces drear—why not be glad throughout the year? Why not into the world of toil, endeavor, scheming and turmoil, import some Christmas atmosphere, and keep it there throughout the year?

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## Success Talks To Men and Boys

STICK TO ONE THING.

By Dr. Madison C. Peters

**O**NE of our papers ran the following advertisement: "Wanted, situation by a practical printer, who is competent to take charge of any department in a printing and publishing house. Would accept a professorship in an academy. Has no objection to teaching ornamental painting and penmanship, geometry, and many other sciences. Has had some experience as a lay preacher. Would have no objection against forming a small class of young ladies and gentlemen to teach them dancing. Would also accept a position as tenor singer in a choir."

Not receiving an answer, in disgust, he added: "Will accept a job to saw and split wood at half the usual rates." He got a job.

**The Cloned-Together Dog.** Many men are like the dog in a famous preparation of glue. A train ran over the dog. The dog was put together with the celebrated preparation and was just as good as new, except in the matter of cloning him together, one pair of his legs was up, while the other pair was down, and when he got tired running on one pair, he flopped over and ran on the other pair.

To succeed you must be unanimous with yourself. If you run on one side line, unless the side lines run to the main track, wastes his energies, smother his enthusiasm, and usually falls in his undertakings.

Agassiz was asked his opinion touching the chemical analysis of a plant. He answered: "I know nothing about it."

## The Lamp Of Love

By Frank Toussaint.

**T**HE evening I arrived at the post office of Ksar-el-Hadid with my spahi I went out for a walk along the trail towards Doued to smoke a few cigarettes. After the heat of the day, the cool water and the shade of the eucalyptus and laurel trees made me forget the heat of the day.

When I started back towards the camp twilight was already falling and was followed with incredible swiftness by the darkness of the desert. My comrades were expecting me for dinner and I did not want to give them the impression that I did not care for their invitation. Fortunately I had heard of a short cut along a path skirting the graveyard, and following this hurried towards Ksar-el-Hadid.

In the distance a little below I could see the lights of the oasis, twinkling like stars. I was on the right way, evidently, and soon caught sight of the graveyard, situated on a small hill. My spahi pointed out for me a small, bright flame illuminating a number of crosses and graves. Was it perhaps a grave digger digging a grave at this hour, or perhaps an Arab plundering the dead? I was about to make a rush for the spot, when I thought I saw a shadowy form running away—my presence must have been discovered. The silence, the darkness, the vague fear that takes hold of you when near a cemetery, and the light on the humble tombstones, all this added to my nervousness.

I gave up the idea of entering the garden of the dead. It was surrounded by a thick hedge of thorny mimosaes, and to burst open the gate was impossible. From the distance came the baying of the jackals, the wind was moaning in the tree tops and chasing clouds across the sky, wiping out the stars. I threw a last glance towards the cemetery. The bright light seemed to have hypnotized me and I found it difficult to leave.

The orderlies had just served the coffee. Lieutenant Barrenes began his story: "Djebba's lamp! Yes, it is quite a story, as beautiful and mysterious as any of the stories we know here. I knew the strange lady whose name you just heard me speak, the loving woman who wanted to perpetuate the illustrious memory in a magnificent manner."

"It happened just six months ago in June. Following an old tradition which we live up to very faithfully, the officer, whose place I took, on the morning of his departure, went to the cemetery where 30 of our soldiers rest in eternal sleep. My predecessor stopped in front of 10 graves hidden under the palms."

"Here are the graves of the men who fell at El-Mungar," he said, saluting respectfully.

"These words were enough. Everyone of us knows of the feat of Tisserand, who, with a handful of men of the foreign legion, duplicated that of Leonidas at Thermopylae and of Capt. Gerreux at Sidi-Brahim."

"Here is the grave of a hero," he added, "corporal Daniele, an Italian by birth, whom we buried here five days after the battle at El-Mungar. He got two bullets in his chest while defending the dead body of sergeant Pradier."

"With the profile of a Malatesta, this Italian's real name was never known to us, but we had reason to think that he belonged to one of the most noble families of Venice and was driven into the foreign legion by his love of adventure. To us he was only Daniele."

"His visit was over and we left the cemetery."

One morning, some weeks later, while I was watching my men at target practice, I suddenly thought I must be dreaming. From the direction of Marhach came the snorting sound of an auto. The troopers, too, had heard it and looked at one another. What fool could ever take it into his head to drive an auto across the desert of Ksar-el-Hadid? You know, comrades, barely visible in the sand, you know how hard it is for our wagons to follow them. The noise of the motor grew louder and I must admit that I did not follow the target practice with overmuch attention. Suddenly a sentry came rushing towards me.

"The water that cleanses you comes from a fountain that will last forever. It washes away your sins and leaves you only the memory of the happiness you gave when I was yours."

At dusk we were still in the cemetery, and the young woman lit the costly lamp hanging like a golden fruit from the palm tree. When the flame burst forth she threw herself on the tomb and I heard her repeat, again and again the words: "Al nu cori e in donal a ti. I had a heart and I gave it to you."

I translated. It is the last verse of Mandurita's melancholy song.

"The next morning," Barrenes finished, "she asked me to go with her to El-Mungar. She wanted to see the spot where her lover had defended himself. Pradier's body at the cost of his life. She walked laboriously through the burning sand to the top of the hill which our men for five hours held against the attacks of Oulad-Djerir. When she reached it, she fainted."

## COBB AND THE RECALL

From Lordsburg (N. M.) Liberal.

Lamar Cobb, Clifton's delegate to the constitutional convention, has returned home, and is having a little trouble to square himself with the Cliftonians who are in favor of statehood. Mr. Cobb's uncle, Justice Lamar, has recently been appointed a member of the supreme court of the United States, and in that position will be called on to decide whether the Oregon plan of initiative legislation is constitutional, and it was the Oregon plan of initiative legislation that his nephew helped put into the Arizona constitution. Many will watch with interest to see if Justice Lamar agrees with his nephew, constitutionalist Lamar Cobb.

## HUDSPETH AND CONGRESS.

From the Alpine (Texas) Guide.

"Hudspeth to be sent to Congress!" says a big headline in the El Paso Herald. That's no news to us. Always knew Cloud would go that high, and it wouldn't surprise us a little bit if the son-of-a-gun got to be president.

## Childish Wishes Consulted In Selling Toys To Santa Claus

Ten Thousand Toy Factories Compete for the Annual Christmas Demand.

By Frederic J. Haskin

**T**HE road which toys travel from the shop to Santa Claus' pack is a long one. Usually beginning at a great toy exposition, where all the toy buyers of the world gather to look over the toys and to make selections for their respective countries. One of these expositions, perhaps the largest one of the world, is held in the city of Leipzig, Germany. Here, fully 10,000 toy-making establishments bring their wares and exhibit them to the representatives of Santa Claus, who journey from every country and every clime. Each exhibitor tries to display his wares to the best advantage, and it is safe to say that nowhere else in the world may one behold such a marvelous aggregation of playthings.

The men who constitute the army of toy buyers are without exception men with big hearts and a thorough understanding of child nature. They must be able to forecast the desires of the children of the world before they can be successful toy buyers. It is a well recognized fact that Santa Claus has a species of intuition which enables him to tell just what each child would like to have, and this makes the desires of children the best guide to the selection of kinds of toys which will find a ready sale. The buyer who is unable to approximately forecast the demands of the children will find himself overstocked with unsalable toys, and will therefore be a failure in the business.

**Cater to Childish Wishes.** The buyers who go to the big European expositions to buy toys are men who buy in vast quantities. Those from the best of the world's toy makers are importing houses in New York and other cities. After having made a thorough study of what proved popular with the boys and girls of the country last year, the buyer tries to look into their little hearts and infer from their wishes and changes in their wishes. Then he is ready for business. He must be as careful to buy toys destined to prove popular, as he must be careful not to buy toys that are unpopular; for if he found, when he came back to the United States, that a certain toy was a good seller and that his house was not adequately supplied to meet the demand, he will be a failure as a toy buyer.

When the toys are brought to New York, sometimes almost by the shipload, they are sent to a big warehouse. A reasonable number of each kind of toy is selected and carried to the big wholesale toy establishments. In the toy buying season the importers entirely overrun the hotels of the trade centers, and hundreds of large sample rooms are converted into toy emporiums. The importers aim to have their supply of toys of all kinds ready by February, so that one Christmas is scarcely passed before preparations for another are begun. Buyers from all over the United States flock to these toy emporiums and make their selections for the December trade. Every device known in the world of salesmanship is employed to make these toy emporiums exhibits attractive to buyers. Toy railroads are operated on schedules that are perfect. The toy trains are brought out and every kind of toy is displayed in the most attractive manner possible.

**How Dealers Encourage Sales.** The toys are then shipped to the retail toy dealers of the country and they begin to play their part in the Christmas drama. The boys and girls of the city come in and look over the stock of toys, and alert ears are kept open to hear their comments and to convey them to old Santa. Some toy dealers are more interested in furthering the work of Santa than others. One dealer has gone so far as to place a letter box in his store, inviting the children who come there to write their letters and place them in this box. He guarantees that if names and addresses are furnished the letters will be delivered in due time to Santa Claus. As the agent of the good old saint, the dealer opens these letters and makes a list of the names and addresses he finds. He not only notes the desires of the children who write the letters for the present Christmas, but tries to keep track of them for the next year.

Another toy dealer, in order to get in touch with the boys and girls of his town, agreed to give a toy to every child who would come to his store and leave his name and address. Nearly every youngster in the town came and received a toy which ordinarily retails for five cents. In this way the dealer got a large list of names and addresses, and made many friends who are expected to stand him in good stead in the years to come. He is one of those far-seeing business men who believe it to be good business policy to win the friendship of children. These children are to be the grownups of tomorrow, and they will be a public power for the store today and a big factor in its trade in the future.

**Lets Them Have Free Hand.** A merchant in Chicago who conducts one of the most important toy emporiums of that city makes it an inviolable rule never to tell a child it must not handle the toys on the tables in his store. He says that the small amount which broken toys cost him is more than offset by the cash which his clerks give a standing invitation to every boy and girl to play with the toys on exhibition to their hearts' content. He charges all broken toys to his advertising account and is thoroughly satisfied with the result.

A western toy dealer found last Christmas that he had on hand a lot of toys of the general class designated as "slow movers." He wanted to get rid of them, and he decided to put them up at auction. With this end in view he placed the entire lot in his show windows and announced that he would sell them to the highest bidder, each bidder to mail his bid in a sealed envelope for the given toy desired. Upon the day announced the bids were opened and it was found that every one of the toys had been bid on. While some of them went for a song, the general average of 124 bids was such that their total selling price was 15 percent above their cost.

**Many Special Features.** Department store people always have a special feature of some kind to attract the attention of the children. Last year a big store in Washington had three live Indians of the Omandaga tribe come and take part in the exhibition of Indian trappings. These Indians were from near Syracuse, New York, and reside close to the council house of the Five Nations, where the ceremonial fires have been kept burning since long before the white man's foot stepped on American soil. Along with their fellow tribesmen they make a specialty of producing Indian trappings and novelties, from tepees to snow shoes. These attract the eye and stir the heart of young America, and are a great drawing card in the department store, especially when exhibited by real Indians.

There is a certain psychology of salesmanship running through the whole field of trade, but nowhere else is it so keenly felt as in the toy business. The salesman he never guesses what the customer wants, but he possesses of keener discrimination or better ability to size up his customer than in the rest of the trade.

**She Imagines Things.** Many an innocent, well-meaning domestic man is left gasping in wonder at his wife's unfounded suspicions, her unaccountable irritability, her unexplainable moods, and he never guesses what the answer to the puzzle is that the good woman has simply spent her time in imagining things because she has nothing to do.

The greatest thing that could possibly be done to prevent divorce and ease the domestic situation, would be to provide women with something to think about except themselves. They need a mental man who knows what is going on in the world, or taking up his wife in the joining clubs, or taking up some fad that will give her something to meditate upon except him and his shortcomings.

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## Abe Martin



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